(GILDER)

SIGNING CEREMONY FOR I.N.F. AGREEMENT TUESDAY, DECEMBER 8, 1987

THANK YOU. THANK YOU ALL VERY MUCH AND WELCOME TO THE WHITE HOUSE.

THIS CEREMONY AND THE TREATY WE ARE SIGNING TODAY ARE BOTH EXCELLENT EXAMPLES OF THE REWARDS OF PATIENCE. IT WAS OVER 6 YEARS AGO, NOVEMBER 18, 1981, THAT I FIRST PROPOSED WHAT WOULD COME TO BE CALLED THE "ZERO OPTION." IT WAS A SIMPLE PROPOSAL --ONE MIGHT SAY, DISARMINGLY SIMPLE. UNLIKE TREATIES IN THE PAST, IT DIDN'T SIMPLY CODIFY THE STATUS QUO, OR A NEW ARMS BUILD-UP: IT DIDN'T SIMPLY TALK OF "CONTROLLING" AN ARMS RACE. FOR THE FIRST TIME IN HISTORY, THE LANGUAGE OF "ARMS CONTROL" WAS REPLACED BY ARMS REDUCTION --IN THIS CASE, THE COMPLETE ELIMINATION OF AN ENTIRE CLASS OF U.S. AND SOVIET NUCLEAR MISSILES.

OF COURSE, THIS REQUIRED A DRAMATIC
SHIFT IN THINKING, AND IT TOOK CONVENTIONAL
WISDOM SOME TIME TO CATCH UP. REACTION,
TO SAY THE LEAST, WAS MIXED. TO SOME,
THE "ZERO OPTION" WAS IMPOSSIBLY VISIONARY
AND UNREALISTIC; TO OTHERS, MERELY A
PROPAGANDA PLOY. WELL, WITH PATIENCE,
DETERMINATION, AND COMMITMENT, WE'VE MADE
THIS IMPOSSIBLE VISION A REALITY.

GENERAL SECRETARY GORBACHEV, I'M SURE YOU'RE FAMILIAR WITH IVAN (KRIH-LOFF'S) FAMOUS TALE ABOUT THE SWAN, THE CRAWFISH, AND THE PIKE. IT SEEMS THAT ONCE UPON A TIME THESE THREE WERE TRYING TO MOVE A WAGONLOAD TOGETHER. THEY HITCHED AND HARNESSED THEMSELVES TO THE WAGON. IT WASN'T VERY HEAVY, BUT NO MATTER HOW HARD THEY WORKED THE WAGON JUST WOULDN'T MOVE.

YOU SEE, THE SWAN WAS FLYING UPWARD, THE CRAWFISH KEPT CRAWLING BACKWARD, THE PIKE KEPT MAKING FOR THE WATER. THE END RESULT WAS THAT THEY GOT NOWHERE, AND THE WAGON IS STILL THERE TO THIS DAY.

WELL, STRONG AND FUNDAMENTAL MORAL
DIFFERENCES CONTINUE TO EXIST BETWEEN OUR
NATIONS, BUT TODAY, ON THIS VITAL ISSUE,
AT LEAST, WE HAVE SEEN WHAT CAN BE
ACCOMPLISHED WHEN WE PULL TOGETHER.

THE NUMBERS ALONE DEMONSTRATE THE VALUE
OF THIS AGREEMENT. ON THE SOVIET SIDE,
OVER 1,500 DEPLOYED WARHEADS WILL BE
REMOVED, AND ALL GROUND-LAUNCHED
INTERMEDIATE-RANGE MISSILES, INCLUDING THE
SS-20's, WILL BE DESTROYED. ON OUR SIDE,
OUR ENTIRE COMPLEMENT OF PERSHING II AND
GROUND-LAUNCHED CRUISE MISSILES, WITH SOME
400 DEPLOYED WARHEADS, WILL ALL BE
DESTROYED.

ADDITIONAL BACKUP MISSILES ON BOTH SIDES WILL ALSO BE DESTROYED.

BUT THE IMPORTANCE OF THIS TREATY TRANSCENDS NUMBERS. WE HAVE LISTENED TO THE WISDOM IN AN OLD RUSSIAN MAXIM. I'M SURE YOU ARE FAMILIAR WITH IT, MR. GENERAL SECRETARY, THOUGH MY PRONUNCIATION MAY GIVE YOU DIFFICULTY. THE MAXIM IS: DOVERYAI, NO PROVERYAI --TRUST, BUT VERIFY. THIS AGREEMENT CONTAINS THE MOST STRINGENT VERIFICATION REGIME IN HISTORY, INCLUDING PROVISIONS FOR INSPECTION TEAMS ACTUALLY RESIDING IN EACH OTHER'S TERRITORY AND SEVERAL OTHER FORMS OF ON-SITE INSPECTION AS WELL. THIS TREATY PROTECTS THE INTERESTS OF AMERICA'S FRIENDS AND ALLIES. IT ALSO EMBODIES ANOTHER IMPORTANT PRINCIPLE: THE NEED FOR "GLASNOST" --A GREATER OPENNESS -- IN MILITARY PROGRAMS AND FORCES.

WE CAN ONLY HOPE THAT THIS
HISTORY-MAKING AGREEMENT WILL NOT BE AN
END IN ITSELF, BUT THE BEGINNING OF A
WORKING RELATIONSHIP THAT WILL ENABLE US
TO TACKLE THE OTHER URGENT ISSUES BEFORE US:
STRATEGIC OFFENSIVE NUCLEAR WEAPONS; THE
BALANCE OF CONVENTIONAL FORCES IN EUROPE;
THE DESTRUCTIVE AND TRAGIC REGIONAL
CONFLICTS THAT BESET SO MANY PARTS OF OUR
GLOBE; AND RESPECT FOR THE HUMAN AND NATURAL
RIGHTS GOD HAS GRANTED TO ALL MEN.

TO ALL HERE WHO HAVE WORKED SO HARD TO MAKE THIS VISION A REALITY, THANK YOU AND CONGRATULATIONS, ABOVE ALL TO AMBASSADORS GLITMAN AND OBUKHOV. TO QUOTE ANOTHER RUSSIAN PROVERB -- AS YOU CAN SEE, I'M BECOMING QUITE AN EXPERT IN RUSSIAN PROVERBS -- "THE HARVEST COMES MORE FROM SWEAT THAN FROM THE DEW."

SO I'M GOING TO PROPOSE TO GENERAL SECRETARY GORBACHEV THAT WE ISSUE ONE LAST INSTRUCTION TO YOU: GET SOME WELL DESERVED REST.

NOW, MR. GENERAL SECRETARY, WOULD YOU LIKE TO SAY A FEW WORDS BEFORE WE SIGN THE TREATY?